



**CONTRACT NO. IB8894-1/23**  
**SATELLITE PHONES AND RELATED SERVICES – PREQUALIFICATION POOL**  
**ROADMAP**

**Contract Overview:**

This contract shall provide the Miami-Dade Fire Rescue Department (MDFR) with the ability to purchase and/or rent Satellite Phones and Related Services on an as needed, when needed basis to support daily operations.

**Contract Term:**

September 26, 2013 – September 30, 2018.

**Procurement Contracting Officer:** Santiago A. Pastoriza  
 Phone: (305) 375-1084  
 Fax: (305)-375-5688  
 Email: [spastor@miamidade.gov](mailto:spastor@miamidade.gov)

**Authorized Departments and Associated Allocation:**

Department	Allocation
Miami-Dade Fire-Rescue Department	<b>\$200,000</b>
<b>Total:</b>	<b>\$200,000</b>

**Part #1: Satellite Communication Networks**

This contract established a pre-qualified pool of vendors who represent one or more of the following constellations or satellite communications networks:

Vendors	GlobalStar	Iridium	Inmarsat	LightSqu are MSAT Services	Hughes Net	ViaSat	Andrew 4.6 Meter Trifold	Idirect
AIS Engineering, Inc.			X			X		X
Atlantic Radio Telephone, Inc.	X	X	X					
Globafone, Inc.	X	X	X		X			X
Hughes Network Systems, LLC.					X			
Incident Communication Solutions, Inc.	X	X	X	X				X
Knight Sky, LLC.		X	X					X
Skybase Communications, LLC.		X	X	X				X

**Part #3: Applicable Ordinances**

Each Solicitation shall be consistent with AO NO.3-38, "Master Procurement Administrative Order."

**Applicable Ordinances**

Local Preference, Cone of Silence, UAP & Inspector General Ordinances shall be applicable to each solicitation issued under this contract.

**Local Preference Consideration**

The evaluation of competitive solicitations is subject to Section 2-8.5 of the Miami-Dade County Code, which, except where contrary to federal or state law, or any other funding source requirements, provides that preference be given to local businesses. A local business, for the purposes of this Section, shall be defined as a Proposer which meets all of the following:

1. A business that has a valid occupational license, issued by Miami-Dade County at least one year prior to bid or proposal submission, that is appropriate for the goods, services or construction to be purchased:
2. A business that has a physical business address located within the limits of Miami-Dade County from which the vendor operates or performs business (Post Office Boxes are not verifiable and shall not be used for the purpose of establishing said physical address.); and
3. A business that contributes to the economic development and well-being of Miami-Dade County in a verifiable and measurable way. This may include but not be limited to the retention and expansion of employment opportunities and the support and increase in the County's tax base. To satisfy this requirement, the vendor shall affirm in writing its compliance with either of the following objective criteria as of the proposal submission date stated in the solicitation:
  - a. The Vendor has at least ten (10) permanent full time employees, or part time employees equivalent to 10 FTE ("Full Time Equivalent" employees working 40 hours per week) that live in Miami-Dade County, or at least 25% of its employees that live in Miami-Dade County, or
  - b. The Vendor contributes to the County's tax base by paying either real property taxes or tangible personal property taxes to Miami-Dade County, or
  - c. Some other verifiable and measurable contribution to the economic development and well-being of Miami-Dade County.

Additionally, a Locally-Headquartered Business shall mean a Local Business as defined above which has a "principal place of business" in Miami-Dade County. "Principal place of business" means the *nerve center or the center of overall direction, control, and coordination of activities of the bidder*. If the bidder has only one business location, such business location shall be its principal place of business.

In the case of Requests for Quotes (RFQ's) which are based on price and/or hourly rate, the following shall apply:



**Local Preference:** If a low bidder is not a local business and a *local business* submits a bid within 10% of the non-local low bidder, the non-local low bidder and all local businesses within 10% of the non-local low bidder; shall have the opportunity of submitting a best and final offer. The offer shall be equal to or lower than the low bid.

**Locally Headquartered Businesses:** If a low bidder is not a local business and a *locally headquartered business* submits a bid within 15% of the non-local low bidder, the non-local low bidder and all locally headquartered business within 15% of the non-local low bidder shall have the opportunity of submitting a best and final offer. The offer shall be equal to or lower than the low bid.

**Locally Headquartered Businesses:** If a low bidder is a local business and a locally headquartered business submits a bid within 5% of the local, the local low bidder and all locally headquartered business within 5% of the local low bidder shall have the opportunity of submitting a best and final offer. The offer shall be equal to or lower than the low bid.

***The following vendor shall receive Local Preference:***

- 1. Atlantic Radio Telephone, Inc.***

***The following vendors shall receive Locally Headquartered Preference.***

- 1. Atlantic Radio Telephone, Inc.***

#### **Interlocal Agreement**

At this time, there is an interlocal agreement in effect between Miami-Dade and Broward Counties until September 30, 2013. Therefore, a vendor which meets the requirements of (1), (2), and (3) above for Broward County shall be considered a local business pursuant to this Section.

#### **Small Business Contract Measures**

A Small Business Enterprise (SBE) bid preference applies to this solicitation.

A 10% bid preference shall apply to contracts \$1 million or less and 5% on contracts greater than 1\$ million. A SBE/Micro Business Enterprise must be certified by the Department of Business Development (DBD) for the type of goods and/or services the Enterprise provides in accordance with the applicable Commodity Code(s) for this solicitation. For certification information, contact the Department of Business Development at 305-375-3111 or access [www.miamidade.gov/sbd](http://www.miamidade.gov/sbd).

The SBE/Micro Business Enterprise must be certified by bid submission deadline, at contract award for the duration of the contract to remain eligible for the preference.

***The following vendors receive SBE preference at the time of the RFQ award:***

- 1. At this time there are no vendors who are SBE/Micro Business Enterprise Certified on this pool***

Vendors who meet the minimum requirements and are added to the pre-qualification pool may be eligible for the SBE preference and would qualify for the above mentioned preferences.



When the above circumstances (Local, locally headquartered, or SBE preferences occur, user departments are to send out a request to obtain the best and final offers (BAFO).

Please note that the determination of the responsibility and responsiveness of all vendors that are to be included in the best and final process must take place prior to requesting the BAFO. This is to avoid a situation where a violation of the local preference ordinance to conduct a best and final process could take place. Even if low bidder, a non-responsive local vendor should not be included in this process.

#### **Part #4: Instructions for each solicitation**

Contract IB8894-1/23 requires each acquisition to go through a competitive, spot market Request for Quote (RFQ), prior to the award of a Work Order (WO).

Departments are to utilize the below vendor contact information for the issuance of all RFQ's. These contacts listed below are authorized to respond to all County requests and are to be included in each RFQ issued against the contract. Failure to utilize the below contacts for the vendors listed, may result in cancellation or rejection of a RFQ solicitation. It is highly recommended that the RFQ's be issued via e-mail for tracking and reporting purposes.

Vendor	Contact Name	Phone Number	Mobile Number	E-mail Address
AIS Engineering, Inc.	Carol Foster	301-585-1238 ext. 106	870-656-6156	<a href="mailto:cjfooster@aisengineering.com">cjfooster@aisengineering.com</a>
Atlantic Radio Telephone, Inc.	Sam Crowther	305-405-7122	305-720-4246	<a href="mailto:sam@atlanticrt.com">sam@atlanticrt.com</a>
Globafone, Inc.	Lou Altman	800-826-6152	603-502-5664	<a href="mailto:l.altman@globafone.com">l.altman@globafone.com</a>
Hughes Network Systems, LLC.	John Fanelli	301-601-2691	301-674-8644	<a href="mailto:john.fanelli@hughes.com">john.fanelli@hughes.com</a>
Incident Communication Solutions, LLC.	Steve Morgan	443-951-1522	443-336-6527	<a href="mailto:smorgan@incidentcommunications.com">smorgan@incidentcommunications.com</a>
Knight Sky, LLC.	Tracey Courts	240-252-1962	240-818-4742	<a href="mailto:tracey.courts@knight-sky.com">tracey.courts@knight-sky.com</a>
Skybase Communications, LLC.	Doug Myers	850-383-8050	850-212-1069	<a href="mailto:doug@skybasecommunications.com">doug@skybasecommunications.com</a>
ViaSat, Inc.	Justin Luczyk	760-476-2148	760-585-6687	<a href="mailto:justin.luczyk@viasat.com">justin.luczyk@viasat.com</a>

Reference Section 2, Paragraph 2.6: Departments shall include the delivery requirements within the RFQ. Failure of the vendor to deliver the goods within the required delivery time stated in the RFQ, the County reserves the right to cancel the contract on default basis.

RFQ's may be awarded to the vendors with the lowest price in the aggregate, or in a per-item basis.

#### **PRIOR TO AWARD**

Prior to making an award under this pool, MDFR is reminded to:

- Obtain a signed Collusion Affidavit from the vendor to be recommended for award.



- Check that the recommended vendor is responsible, including checking the Pre-Award Vendor Website at <http://intra.miamidade.gov/procurement/vendor-compliance.asp>. The Department may want to include a check of the vendor's performance history in BTS. (Go to Vendors Home Page, click on Registered Vendors, locate the vendor, in that vendor's profile, click on the Non.Perf.Hist. button.)
- In your notice to participants of the quote results, copy the Clerk of the Board (clerkbcc@miamidade.gov) and include language advising the vendor that the Cone of Silence is lifted.

(sample language - In accordance with the referenced solicitation, and Section 2-8.4 of the Code of Miami-Dade County, you are hereby notified that the \_\_\_\_ department, recommends award of this quote to: \_\_\_\_\_. Our provision of this notice also serves to confirm the lifting of the Cone of Silence from this procurement action as dictated by Section 2-11.1(t) of the County Code.)

- Allow a three business day protest period, beginning the day after the award recommendation is posted with the Clerk and notification is sent to all participants.

#### **USER DEPARTMENT RESPONSIBILITY**

It is the responsibility of the user Department Director to ensure compliance with the above-mentioned procedures. Purchase under this contract will be subject to random review or audit by County authorities, including the Procurement Management Services Division, Audit and Management, and the Office of the Inspector General.

#### **RECORD RETENTION**

For each purchase order issued under this contract, the user department shall maintain a record of the purchase including: market research performed, all quotes sought, all quotes obtained, required exception forms, and any other documentation supporting each purchase to ensure compliance and to establish the necessary accountability for audit. The record shall be maintained by the user department in a location (either electronic or paper) easily accessible for review or audit in accordance with the County Records Retention regulations.

#### **COLLUSION AFFIDAVIT**



**(Code of Miami-Dade County Section 2-8.1.1 and 10-33.1) (Ordinance No. 08-113)**

BEFORE ME, A NOTARY PUBLIC, personally appeared \_\_\_\_\_ who being  
duly sworn states: (insert name of affiant)

I am over 18 years of age, have personal knowledge of the facts stated in this affidavit and I am an owner, officer, director, principal shareholder and/or I am otherwise authorized to bind the bidder of this contract.

I state that the bidder of this contract:

- ☐ is not related to any of the other parties bidding in the competitive solicitation, and that the contractor's proposal is genuine and not sham or collusive or made in the interest or on behalf of any person not therein named, and that the contractor has not, directly or indirectly, induced or solicited any other proposer to put in a sham proposal, or any other person, firm, or corporation to refrain from proposing, and that the proposer has not in any manner sought by collusion to secure to the proposer an advantage over any other proposer.

**OR**

- ☐ is related to the following parties who bid in the solicitation which are identified and listed below:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Note: Any person or entity that fails to submit this executed affidavit shall be ineligible for contract award. In the event a recommended contractor identifies related parties in the competitive solicitation its bid shall be presumed to be collusive and the recommended contractor shall be ineligible for award unless that presumption is rebutted by presentation of evidence as to the extent of ownership, control and management of such related parties in the preparation and submittal of such bids or proposals. Related parties shall mean bidders or proposers or the principals, corporate officers, and managers thereof which have a direct or indirect ownership interest in another bidder or proposer for the same agreement or in which a parent company or the principals thereof of one (1) bidder or proposer have a direct or indirect ownership interest in another bidder or proposer for the same agreement. Bids or proposals found to be collusive shall be rejected.

By: \_\_\_\_\_ 20\_\_\_\_  
Signature of Affiant Date

\_\_\_\_\_  
Printed Name of Affiant and Title Federal Employer Identification Number

\_\_\_\_\_  
Printed Name of Firm

\_\_\_\_\_  
Address of Firm

**SUBSCRIBED AND SWORN TO** (or affirmed) before me this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_

He/She is personally known to me or has presented \_\_\_\_\_ as  
identification. Type of identification

\_\_\_\_\_  
Signature of Notary Serial Number

\_\_\_\_\_  
Print or Stamp Name of Notary Expiration Date  
Notary Public – State of Notary Seal